

Message Text

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PAGE 01 DURBAN 00061 111517Z

ACTION COME-00

INFO OCT-01 AF-08 ISO-00 EB-08 /017 W
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R 111410Z FEB 77

FM AMCONSUL DURBAN

TO SECSTATE WASHDC 2485

UNCLAS DURBAN 61

E.O.11652: NA

TAGS: ESTC SF

SUBJECT: RECOMMENDATION UNDER FC-1143 PROCEDURE (NOW DIB-678P)

REF: A. STATE 016672, B. DURBAN 60

1. VOLUNTARY WTDR ON ELECTROMATIC (PTY.) LTD. SUBMITTED PER
REF B.

2. CONSULAR OFFICERS INTERVIEWED MANAGING DIRECTOR (MR. R.M.
MAUD) OF ELECTROMATIC (PTY.) LTD. AT HIS PIETERMARITZBURG FACTORY
FEBRUARY 7. MAUD CONFIRMED COMPANY HAS USED TEXAS INSTRUMENTS
COMPONENTS IN MANUFACTURE OF INDUCTIVE LOOP DETECTORS IN PAST.
NO CERTAINTY THESE COMPONENTS WILL BE USED IN FUTURE, HOWEVER,
AS ORDERS FOR ANNUAL REQUIREMENTS ARE PLACED BY ELECTROMATIC
AFTER CALLING FOR INTERNATIONAL BIDS.

3. INDUCTIVE LOOP DETECTORS MANUFACTURED BY ELECTROMATIC ARE
USED IN SOUTH AFRICA AND EXPORTED TO SOME 30 OTHER COUNTRIES,
INCLUDING THE UNITED STATES AND CANADA. ELECTROMATIC STATES
THAT THEIR EQUIPMENT IS NOT EXPORTED TO IRON CURTAIN COUNTRIES.
THEY CLAIM, HOWEVER, THAT THE COMPONENTS IMPORTED FROM TEXAS
INSTRUMENTS ARE FREELY AVAILABLE FROM VARIOUS COUNTRIES,
INCLUDING JAPAN AND A NUMBER OF EUROPEAN COUNTRIES, AND THAT
FACILITIES EXIST TO MANUFACTURE THEM IN SOUTH AFRICA. THE
INDUCTIVE LOOP DETECTORS ARE USED TO MONITOR DENSITY AND
VELOCITY OF TRAFFIC, CONTROL THE OPERATIONS OF TRAFFIC LIGHTS,
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AND TO ENFORCE SPEED LIMITS.

4. ELECTROMATIC CLAIM TO HAVE DEVELOPED A SOPHISTICATED LARGE
SCALE TRAFFIC CONTROL SYSTEM, INVOLVING INDIVIDUAL CODING OF
MOTOR VEHICLES, WHICH ALLOWS ELECTRONIC DETECTION OF STOLEN
VEHICLES, AUTOMATIC LEVYING OF TRAFFIC TOLLS, AND VARIOUS
OTHER POSSIBILITIES. CERTAIN ASPECTS OF THIS SYSTEM HAVE BEEN

PATENTED WORLDWIDE, AND FOREIGN INTEREST (INCLUDING CERTAIN BODIES IN THE U.S.) IS CLAIMED. IF THE SYSTEM IS ADOPTED BY MAJOR COUNTRIES, VERY CONSIDERABLE EXPANSION OF THE LOCAL COMPANY SEEMS CERTAIN.

5. OUR IMPRESSION IS THAT ELECTROMATIC IS A SOUND AND WELL-MANAGED COMPANY WITH CONSIDERABLE GROWTH POTENTIAL. ON COMMERCIAL GROUNDS WE HAVE NO HESITATION IN RECOMMENDING THE FIRM AS A SUITABLE TRADE PARTICIPANT. WHILE THERE DOES NOT SEEM TO BE ANY CERTAINTY THAT THE COMPANY WILL IN FUTURE USE TEXAS INSTRUMENTS' COMPONENTS (DUE TO THE AWARD OF SUPPLY CONTRACTS BY BIDDING), OFFICIALS EXPRESSED A PREFERENCE FOR U.S. COMPONENTS ON A QUALITY BASIS. OUR RECOMMENDATION IS THAT

FAVORABLE CONSIDERATION BE GIVEN TO ELECTROMATIC'S ACCEPTANCE AS A PARTICIPANT UNDER THE PROCEDURE.
FARBER

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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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